FOREIGN MILITARY SALES (FMS) PROCESS



PRE-CASE DEVELOPMENT IN PARTNER NATION

CASE DEVELOPMENT

3 IMPLEMENTATION, EXECUTION & CLOSURE US→PARTNER NATION



- Define Defense requirements
- Evaluate options and sources
- Indefinite time period



REQUEST

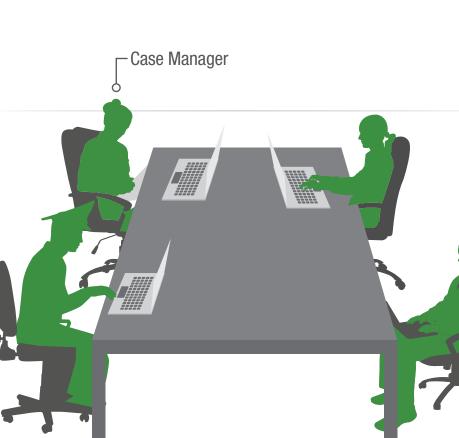
- Request Price and Availability (P&A) or a Letter of Offer and Acceptance (LOA)
- Draft Letter of Request (LOR)
- Perform a Country Team Assessment (CTA)
- Indefinite time period



- Validate and evaluate the LOR
- Develop the LOA
- Congressional Notification
- LOA offer
- Anticipated offer date (30-90 days)



- PN signs LOA
- Initial deposit
- Offer Expiration Date
- +/-60 days country review



- **IMPLEMENTATION**
- Obligational Authority
- FMS computer systems
- 10-15 days average



- Delivery of articles, services, and training
- Reporting deliveries and expenditures
- Indefinite time period (longest phase)



- Reconciliation
- Typically 2 years from supply/services complete

